

Preparation for Certified Professional Purchasing Manager (CPPM)

Course code: PSCM-003



SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

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— Workshop Overview

The Certified Professional Purchasing Manager (CPPM) credential is designed for procurement professionals who want to demonstrate advanced expertise in purchasing, sourcing, supplier management, and strategic procurement leadership. This preparation course equips participants with the knowledge, tools, and exam-focused strategies required to successfully pass the CPPM certification. It also strengthens real-world procurement capabilities, enabling professionals to optimize costs, manage supplier relationships, and drive value across the supply chain.

Why Attend

This course combines certification-focused learning with practical procurement applications. Participants will engage in structured lessons aligned with CPPM exam domains, case study analysis, and mock exam questions. Interactive workshops will focus on sourcing strategy, contract management, supplier evaluation, and

Who Should Attend

Procurement and Purchasing Managers
Supply Chain and Procurement Officers
Contract and Commercial Professionals
Project and Operations Managers involved in sourcing
Professionals seeking CPPM certification
Consultants and procurement specialists

— Learning Objectives

- Understand CPPM certification structure and exam requirements
- Apply advanced procurement and purchasing principles
- Develop strategic sourcing and supplier management strategies
- Conduct cost analysis and total cost of ownership evaluations
- Manage procurement contracts and negotiations effectively
- Improve procurement planning and operational efficiency
- Understand risk management in procurement activities
- Successfully prepare for the CPPM certification exam

Course Outline

DAY
1

Introduction to CPPM and Procurement Fundamentals

- Overview of CPPM certification and exam structure
- Role of procurement in modern organizations
- Procurement lifecycle and key functions
- Strategic vs tactical purchasing
- Core procurement principles and ethics

DAY
2

Strategic Sourcing and Supplier Management

- Strategic sourcing process and methodologies
- Supplier identification and qualification
- Supplier evaluation and segmentation
- Building supplier relationships (SRM)
- Market analysis and sourcing strategies

DAY
3

Procurement Planning and Cost Management

- Procurement planning and demand forecasting
- Cost analysis and cost reduction techniques
- Total Cost of Ownership (TCO)
- Budgeting and financial considerations
- Value engineering in procurement

DAY
4

Contracting, Negotiation, and Risk Management

- Procurement contract types and structures
- Negotiation strategies and techniques
- Managing supplier contracts and performance
- Procurement risk identification and mitigation
- Compliance and governance frameworks

DAY
5

Exam Preparation and Practical Case Studies

- CPPM exam question practice and review
- Procurement case study simulations
- Decision-making under real procurement scenarios
- Common exam mistakes and preparation tips

- Final review and certification readiness

— Upcoming Classroom Dates

DATE	LOCATION	FEE
9 - 13 November 2026	Barcelona - Spain	€1,625
16 - 20 November 2026	London - United Kingdom	€2,250
7 - 11 December 2026	Munich - Germany	€2,100
21 - 25 December 2026	Istanbul - Türkiye	€1,425
18 - 22 January 2027	Dubai - UAE	€2,125
15 - 19 February 2027	London - United Kingdom	€2,100
15 - 19 March 2027	Barcelona - Spain	€1,925
19 - 23 April 2027	Istanbul - Türkiye	€1,425

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.